RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

October 18, 1996

RJR Account #091800
Mr. G. Burns
CAPITAL CANDY CO., INC.

DECEMBER DORAL B2G1F / PROMOTION #601794

Dear George:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as 75 skus of B2G1F sleeves (Item #515990) pack your December *Partners* display shipment to participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-22268	5	12300-16612	1
Light 100	12300-22264	5	12300-15212	1

Product / Premium Arrival: **November 18, 1996**

Ship Date to Retail: **Week of: November 25, 1996**

SKU CUBE : **1.0400**
SKU WT (w/o Product): **4.0000 lbs**
Retail Sales Offer per Sku: **20 units**

Billing per Sku: **4 Savings Cartons.**

EFT $ Amount: **$1,679.37**
Non-EFT $ Amount: **$N/A**

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Source: https://www.industrydocuments.ucsf.edu/docs/spym0000

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to **$126.00 (4.5 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Tanchyk

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER: 091800 CAPITAL CANDY CO INC

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F
BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
37065	221387	1122 03	GETTY MART	510 SABATTUS ST	LEWISTON	ME		A 24	357
	616346	1122 03	GETTY QUICK MART	393 WESTERN AVE	AUGUSTA	ME		A 12	105
	22048	1122 04	COVELLS VARIETY INC.	MAIN STREET, ROUTE 3	NORTH STRATFORD	NH		B 12	155
120652	105155	1122 04	BOBS VARIETY	71 HILLSIDE AVE	BERLIN	NH		B 24	500
	253441	1122 04	BEEP-BEEP DELI MART	ROUTE 16	CONWAY	NH		A 24	180
	580000	1122 04	MINI APPLE	245 MAIN ST	SOUTH PARIS	ME		A 24	547
	754124	1122 04	FOUR CORNERS	HANCOCK STREET	RUMFORD	ME		A 24	482
36072	754679	1122 04	VILLAGE VARIETY	ROUTE 25	KEZAR FALLS	ME		A 12	125
	100397	1122 07	BOW ST MARKET #302	79 BOW ST	FREEPORT	ME		A 12	195
	676058	1122 07	ANDY'S YANKEE GROCER	375 COURT ST	AUBURN	ME		A 12	120
38028	419588	1122 08	BOONIE'S INC.	ROUTE 11	SHAPLEIGH	ME		A 12	110
	647035	1122 08	CAT OF NINE TAILS	ROUTE 1	CAPE NEDDICK	ME		A 12	130
36347	694196	1122 09	QUALITY EXPRESS	727 ROOSEVELT TRL	WINDHAM	ME		A 12	230
17159	534821	1622 01	CADYVILLE GULF	ROUTES 3 & 374	CADYVILLE	NY		A 24	118
	21824	1623 01	WILLY'S VARIETY	GAGE STREET	BENNINGTON	VT		A 24	150
	48330	1623 02	DAYTON'S STORE	MAIN STREET	EAST MIDDLEBURY	VT		A 12	120
	86861	1623 02	SHOREHAM SERVICE CTR	ROUTE 22A	SHOREHAM	VT	2794-02-00	A 24	197
	88475	1623 02	BILLING'S MOBIL	ROUTE #100	WATERBURY	VT		C 24	332
	113522	1623 02	GRACEY'S STORE	1333 WILLISTON RD	SOUTH BURLINGTO	VT	1519-00-00	A 00	125
17026	114026	1623 02	KINGSBURY COUNTRY	RT 100	WARREN	VT		A 24	113
	114119	1623 02	MOUNTAIN RD MKT	MOUNTAIN RD	STOWE	VT		A 12	120
	114300	1623 02	PRATTS STORE INC	ROUTE #22 A	BRIDPORT	VT		A 12	125
	410982	1623 02	CHAMPLAIN FARMS	2 N MAIN ST	NORTHFIELD	VT		A 12	530
3035	623926	1623 02	DOWNTOWN QUICK STOP	93 S WINOOSKI AVE	BURLINGTON	VT	1519-00-00	A 12	150
2334	704600	1623 02	FAIRGROUNDS BEVERAGE	99 PEARL ST	ESSEX JUNCTION	VT		A 24	528
	710269	1623 02	MEROLA'S MARKET	1563 NORTH AVE	BURLINGTON	VT		A 24	140
	27920	1623 03	CROSSROADS MOBIL MT.	ROUTE 2 & 78 BOX 45	ALBURG	VT		A 12	102
	113588	1623 03	BEVERAGE MART	211 LAKE ST	SAINT ALBANS	VT		A 12	179
	113605	1623 03	SO MAIN GROCERY	139 S MAIN ST	SAINT ALBANS	VT		A 24	180
	195353	1623 03	CHAMPLAIN FARMS	RTE 78	SWANTON	VT		A 24	193
	341489	1623 03	STE. MARIE, INC.	31 GRAND AVE	SWANTON	VT		A 24	461
35069	494192	1623 03	BRANCH'S MOBIL MART	2 RIVER ST	MILTON	VT	2794-02-00	A 12	118
	558840	1623 03	EAST END QUICK STOP	RTE. 7	GEORGIA	VT		A 12	110
	577285	1623 03	LAOS EGG ROLLS	7 RAYMOND RD	COLCHESTER	VT		A 04	43
	584358	1623 03	WILSON'S COUNTRY STR	WEST MILTON ROAD	MILTON	VT		A 12	130
	636320	1623 03	M&R BEVERAGE	BOX 154	HIGHGATE CENTER	VT		A 12	80
35285	662806	1623 03	LAKE ROAD VARIETY	RT. 7	MILTON	VT		A 12	102
351850	697126	1623 03	BEVERAGE OUTLET	75 1ST ST	SWANTON	VT		A 04	39
	760781	1623 03	BLOVINS BEVERAGE MKT	1 NOYES ST	RICHFORD	VT		A 12	165
	760496	1623 04	FAIRHAVEN TRUCK STOP	RT 22A	FAIR HAVEN	VT	3435-00-00	A 00	150
	57943	1638 01	THE CONVENIENT ONE	MAIN STREET	ST JOHNSBRY CTR	VT		C 12	137
30205	113727	1638 01	SHOP & SAVE	MEMORIAL DR RTS	LYNDONVILLE	VT	2798-00-00	C 12	226
13094	113763	1638 01	SHOP & SAVE	DERBY RD RTE 5N	NEWPORT	VT	2798-00-00	C 12	100
050169	113765	1638 01	JIMMY KWIK	COVENTRY STREET	NEWPORT	VT		A 12	125
	113886	1638 01	SMITH'S STORE	MAIN ST	GREENSBORO BEND	VT		A 12	80
	114170	1638 01	CENTRAL MKT	SUMMER ST	BARRE	VT		A 24	172
	431453	1638 01	CONVENIENCE PLUS	44 S MAIN ST	BARRE	VT		A 12	459
14134	639423	1638 01	QUALITY MARKET	155 WASHINGTON STREET	BARRE	VT		A 24	100
~~50127~~	658712	1638 01	VITTLES & VARIETY	RR 1 BOX 169B	DERBY	VT		A 12	130

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BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
25303	104114	1638 03	DREWSVILLE GEN STORE	RTE 123	DREWSVILLE	NH		A 12	165
25304	463677	1638 03	N. WALPOLE VILLAGE	23 CHURCH ST	NORTH WALPOLE	NH		A 12	190
	469826	1638 03	WEST RIVER VALLEY	RTE. 30	WEST DUMMERSTON	VT		A 12	130
	712602	1638 03	JIFFY MART	MAIN STREET	CHARLESTOWN	NH		A 12	250
17220	104189	1638 04	PLAINFIELD GEN.STORE	RT 12A	PLAINFIELD	NH		A 00	35
80065	104932	1638 04	STINSON VILLAGE ST.	2 ALLEN ST	HANOVER	NH		A 12	104
20067	230137	1638 04	CATHI & DONS COUNTRY	RR 2 BOX 365	ENFIELD	NH		A 12	201
17086	363002	1638 04	SHOP AND SAVE .	SOUTH MAIN ST.	RANDOLPH	VT	2798-00-00	C 04	155
12015	705356	1638 04	MAIN STREET CASH	192 MAIN STREET	WEST RUTLAND	VT		A 12	105
20068	104989	1638 06	PLEASANT VALLEY STR.	ROUTE 4	CANAAN	NH		A 24	145
14397	667008	1638 06	HANDY LANDING GENERA	RR 3 BOX 101B	LACONIA	NH		A 12	120
14290	677682	1638 06	CASE-N-KEG LACONIA	JEFF MORIN ENTERPRISES 855 UNION AVE	LACONIA	NH		C 24	1500

Total Accounts 61

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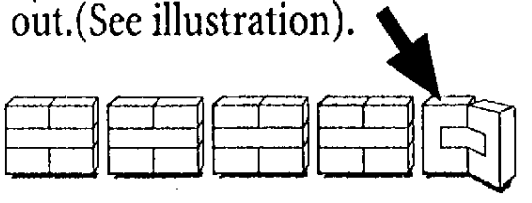
WHOLESALER PACKING INSTUCTIONS

VALUE-ADDED PROMOTIONS – 4TH QTR. '96

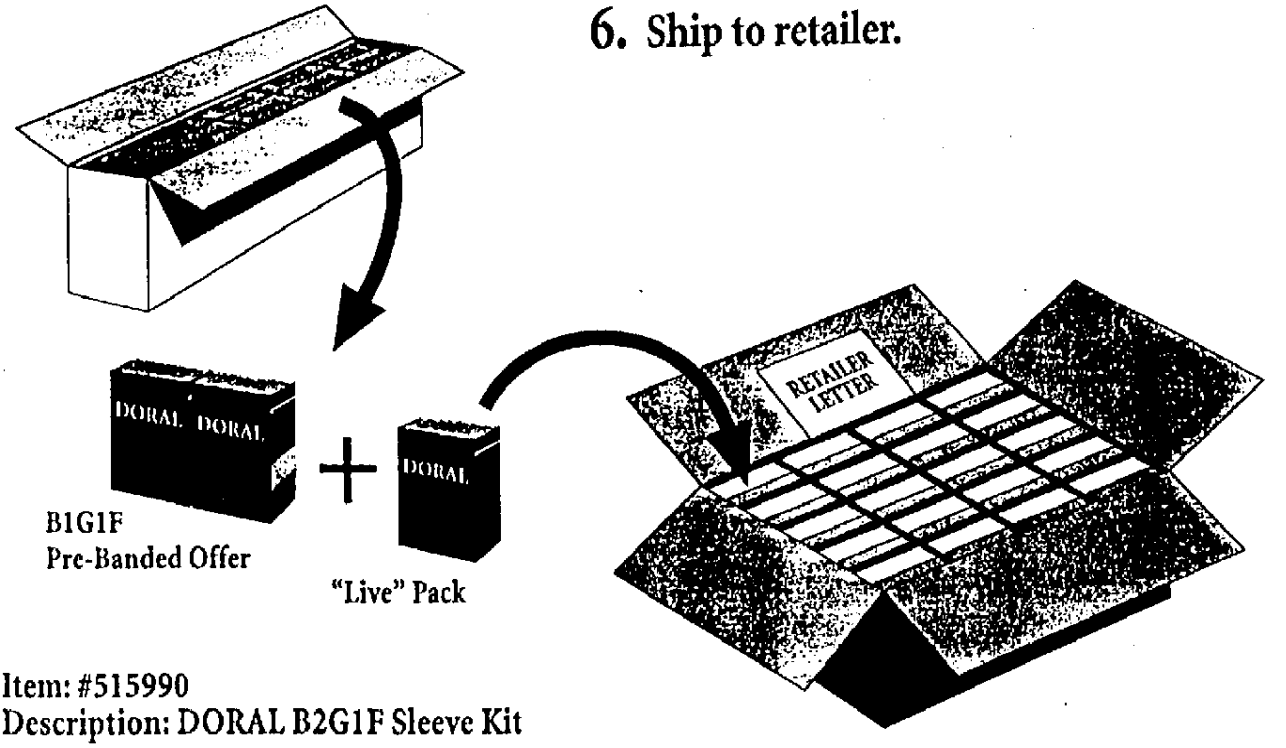
December DORAL National B2G1F (Buy 2 Packs Get 1 Pack Free)

Each white carton contains Five Prebanded 2-Pack B1G1F DORAL offers. Four offers are banded side-by-side. The fifth offer folds out.(See illustration).



STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve. (Each case contains 20 offers).
3. Add 1 "live" DORAL pack of same brand style to each offer.
4. Retailer Letter REMAINS in case.
5. Close the case.
6. Ship to retailer.



B1G1F
Pre-Banded Offer

"Live" Pack

Item: #515990
Description: DORAL B2G1F Sleeve Kit

Brand Style						
Number of Cartons						

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 12/09/96

ACCOUNT NUMBER: 091800
VOUCHER NUMBER: 15335227
DATE WRITTEN: 12/09/96
STATUS: PAID
AMOUNT PAID: 126.00

CAPITAL CANDY CO INC
32 BURNHAM ST
BARRE , VT 5641

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	4.50	126.00

EXPLANATION: DEC DORAL B2G1F 601794 / RT

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